

CHERYL MARK
MBA, BS

Plainfield, IL

Phone: (815) 258-7672

Email: cherylmark23@gmail.com

SUMMARY OF QUALIFICATIONS

- Strategic and analytical professional with progressive experience in Accounting/Finance/Logistics including: logistics and supply chain analysis, general accounting, financial analysis, auditing, budgeting/forecasting, payables, pricing analysis, customer segmentation, portfolio analysis, billing, cash application and management.
- Extensive experience in the development and the implementation of internal controls, process improvements, enterprise risk management, reconciliation procedures and staff management.
- Professional with very high standards and excellent teamwork and leadership skills

PROFESSIONAL EXPERIENCE

MAUSER PACKAGING SOLUTIONS, Oak Brook, Illinois

1/2015 – Current

Corporate Logistics Analyst

- Generation of monthly Logistics financial statements for 2 Mauser divisions (50 plants) identifying total spend, volume, fuel, inbound and outbound variances, cost per unit and financial KPIs.
- Preparation of monthly bridges reflecting variances between Actual/ Prior Year spend, Actual/Budget spend, and Actual/Forecast spend.
- Generation of monthly utilization analysis, market rate analysis and operational KPIs.
- Preparation of monthly Logistics Executive Presentations for senior management and plant management reporting.
- Manage the freight audit and payment processing of transportation invoices totaling ~\$70M annually.
- Member of transportation management system implementation team tasked with implementing TMS to develop electronic carrier route guide, to develop auto tendering process, to promote and track use of lowest cost carrier, to quantify lost opportunity dollars and to generate data needed in developing operational and carrier KPI's.
- Member of Mauser acquisition freight integration team designed to identify and quantify synergy savings and to develop and implement integration process.
- SME assigned to implementation of freight audit and payment project for Mauser acquisition including mapping of ERP system data fields to 204 EDI Transmission file and development of business rules used for invoice auditing and general ledger coding.
- Initially hired as analyst to review existing Logistics process, identify process improvements designed to reduce freight spend and develop weekly/monthly reporting resulting was \$15M in annual savings in Year 1.

TRANSUNION, Chicago, Illinois

10/2005 – 9/2012

Sr. Pricing Consultant – USIS Sales Operations (9/2007-09/2012)

- With consultant assistance, developed an Access based pricing model that utilized quadrant and decile analysis to extrapolate large populations of customers based on similar attributes while implementing pricing characteristic standardization
- Utilized the above model to process price increases on designated customer populations. \$7.5M in incremental annual revenue generated.
- Processed annual fee increases on an average of 6,000 customers annually to drive monthly fees to predetermined optimum price.
- Reviewed designated attributes on 66,000+ subscribers to identify related subscribers comprising customer relationships based on similar attributes to build parent hierarchies and established ids in Sales Force as the system of record.
- Served as project manager on complex pricing projects. Ensured that project goals were accomplished based on business requirements. Gathered and/or researched project information and business requirements, provided resource estimates including the management of outside consultants based on task defined work plans and performed feasibility and cost benefit analysis as needed.

USIS Accounting Supervisor (10/2005 – 8/2007)

- Managed the set up, tracking and processing of vendor royalty payments in compliance with specific vendor contracts (\$46M annually)
- Drafted, reviewed and interpreted royalty portions of vendor contracts to maximize revenue recognition and minimize royalty expense

- Managed 6 FTE's and the accounting functions for Product Development, Analytical Decision Services, Executive Admin including month end close, G/L account reconciliations, variance analysis, budgeting/forecasting and monthly reporting

ADVOCATE HOME HEALTH SERVICES, Des Plaines, Illinois 10/2004 – 9/2005

Business Services Supervisor – North, Central and Crystal Lake Regions (10/04 – 09/05)

- Managed the daily responsibilities of the Billing, Medical Records, Start of Care Processing, Scheduling and Therapy Coordination for three homecare regions including the supervision of 18 FTE's.

RC2 BRANDS, INC., Bolingbrook, Illinois

3/2002 – 7/2003

Manager, Accounting Systems

- Managed the daily responsibilities of the Billing, Cash Application, Accounts Payable and General Accounting functions including supervision of 7 FTE's.

HELLER FINANCIAL, INC / GE CAPITAL CORP., Chicago, Illinois

5/1999 – 2/2002

Assistant Vice President, Manager Corporate Credit & Portfolio Analysis

- Managed the collection, compilation, analysis and reporting of credit and portfolio data across the Company
- Prepared regular and special reports on credit and portfolio issues
- Managed the Shared National Credit Review the annual Federal Reserve Audit

ADDITIONAL EXPERIENCE

FINOVA CAPITAL CORPORATION, Chicago, Illinois

- Assistant Vice President, Finance and Operations, Healthcare Finance Division (9/1997 – 4/1999)
- Accounting Manager, Healthcare Finance Division (4/1997 – 8/1997)

HELLER FINANCIAL, INC. / GE CAPITAL CORP., Chicago, Illinois

- Supervisor, Accounts Payable (4/1995 – 3/1997)
- Assistant Manager, Corporate Budgeting and Forecasting (4/1994 – 3/1995)
- Assistant Finance Manager, Current Asset Management Group (3/1992- 3/1994)
- Internal Auditor/Senior Internal Auditor (10/1989 – 2/1992)

CENTRAL STATES HEALTH AND WELFARE FUNDS, Rosemont, Illinois

- Internal Auditor (6/1987 – 9/1989)

EDUCATION

Master of Business Administration - Finance

Loyola University of Chicago, Chicago, Illinois

Bachelor of Science - Accounting

Illinois State University, Normal, Illinois

ACTIVITIES/AFFILIATIONS

- Alum of Delta Sigma Pi Professional Business Fraternity
- Six Sigma Champion Certification – 06/2001 (Heller)
- Six Sigma Yellow Belt Certification – 02/2001 (Heller)
- Member of Balancing Work and Life Committee, Controller's Expense Reduction Committee, and Human Capital Committee – Heller